

**DHS PRIME CONTRACTOR  
VENDOR OUTREACH SESSION (VOS)  
FRIDAY, AUGUST 25, 2006**

**PRINT THIS PAGE FOR YOUR INFORMATION**

In response to customer request, the Department of Homeland Security (DHS) Office of Small and Disadvantaged Business Utilization (OSDBU) will sponsor our Prime Contractor vendor outreach session on Friday, August 25, 2006 from 9:00 a.m. to 3:00 p.m. We will host two counseling sessions (Morning – 9:00 a.m. to 12:00 p.m.; and Afternoon – 1:00 p.m. to 3:00 p.m.) to accommodate as many vendors as possible.

This event is modeled after our monthly vendor outreach session featuring pre-arranged 15-minute appointments with DHS small business specialists.

The purpose of this session is to provide the small business community with a forum to discuss subcontracting opportunities, potential Mentor-Protégé agreements, and other topics of mutual interest with representatives from DHS prime contractors. **A list of counselors (and their specific needs) is provided at the bottom of this page, and also at <http://www.dhsvoms.moriassociates.com>.**

To prepare yourself for the Prime Contractor Vendor Outreach Session, do the following:

1. Register your company in the DHS electronic appointment scheduling system at <http://www.dhsvoms.moriassociates.com> **before Thursday, August 17, 2006.** Vendors must be registered in this system in order to schedule appointments. If you have registered previously, we recommend that you verify that you can access the system prior to the date registration opens (Friday, August 18th). If you are not currently registered, complete a "Registrant Profile".
2. Review the list of Prime Contractors who will participate in the VOS provided at [http://www.dhs.gov/dhspublic/interapp/editorial/editorial\\_0524.xml](http://www.dhs.gov/dhspublic/interapp/editorial/editorial_0524.xml). Each company has provided links to websites that you should review in advance to determine if there is a "match". If you do not sell what they are looking for, please do not schedule an appointment with them.
3. **The automated system will accept requests for appointments on Friday, August 18, 2006, at 12:00 noon (Eastern Time). The system clock is set to the time at the Naval Observatory.**
4. **Be advised that these appointments fill up within 3-5 minutes.**
5. Log into the DHS electronic appointment scheduling system (<http://www.dhsvoms.moriassociates.com>) just before the time specified above. **Note: be sure to "refresh" your browser if you log in before 12:00 noon.** At 12:00 noon (Eastern Time), the word "Open" will pop into the "Status" column. Once this appears, you should click on the link "Request Appointments" on the left side of the screen. **Note: Some prime contractors will participate in BOTH sessions. Do not schedule appointments with the same counselors. Duplicate appointments will be canceled.**
6. **You may select up to 5 counselors. If you are successful, you will receive notification that appointments have been scheduled and an email confirmation listing those appointments will be sent to you.** If you do not receive a confirmation email, please contact Mary Ellen Dorsey at 202-447-5288.
7. We regret that we are unable to maintain a "wait list".
8. Print this document so you'll have directions to the Oxon Hill facility.

Appointments are limited to 15 minutes to allow all vendors an equal opportunity to introduce their company. **All appointments will begin promptly so please plan to arrive at least 15 minutes prior to your first appointment.**

**Due to space limitations, we request that no more than 2 representatives from each company attend VOS. We will only seat 2 representatives from each company.**

## **DIRECTIONS TO VOS**

**LOCATION:** Internal Revenue Service  
The Constellation Centre  
6009 Oxon Hill Road, 1st Floor  
Oxon Hill, Maryland 20745

**Note:** METRO access is not available; however, there are plenty of FREE parking spaces available at the VOS location. If lost, call 202-283-1292 for directions.

**Special Note to out-of-town businesses:** Public transportation from area airports (Reagan National, Dulles, and BWI) and/or train stations (Union Station/METRO) is not easily available. It is strongly recommended that vendors consider renting a car and driving to the IRS facility in Oxon Hill, Maryland. It is also recommended that you plan to arrive the day before the scheduled VOS.

The Oxon Hill facility is located within a 15 minute drive from Old Town Alexandria, VA. For a listing of hotels in this vicinity, you may wish to visit the [Alexandria Convention and Visitors Association](#).

### **FROM VIRGINIA**

Take I-95 (495) North across the Wilson Bridge (into Maryland). Take Exit 4A (St. Barnabas Road/Oxon Hill); remain in the right lane. Curve around to the right onto Oxon Hill Road. Immediately on your right will be a Home Depot. The very next building on the right hand side is a 10-story building set off from the road called the Constellation Centre. Parking is available in the large parking lot across from the building.

### **FROM MARYLAND**

Take I-95 (495) South (remaining on the Maryland side) toward Richmond/Alexandria. Take Exit 4A (St. Barnabas Road/Oxon Hill); remain in the right lane. Proceed straight through two stop lights. At the second stop light, you'll see a Home Depot on the right hand side. Continue straight but move over one more lane to the right. The very next building after the Home Depot on the right hand side is a 10-story building set off from the road called the Constellation Centre. Parking is available in the large parking lot across from the building.

### **FROM DOWNTOWN WASHINGTON, DC**

Take I-395 North to I-295 South to the I-95/495 junction. Take the I-95/495 North exit towards Baltimore. On I-95/495 continue to Exit 4A (St. Barnabas Road/Oxon Hill); remain in the right lane. Curve around to the right onto Oxon Hill Road. Immediately on your right will be a Home Depot. The very next building on the right hand side is a 10-story building set off from the road called the Constellation Centre. Parking is available in the large parking lot across from the building.

If lost, please call (202) 283-1292. (Note: For general information about DHS Vendor Outreach Sessions, please call 202-447-5288).

## List of Prime Contractor Counselors

Morning Session (9:00 a.m. to 12:00 p.m.)	
DHS Prime Contractor (click on website links for additional information about the company)	In Search Of:
<a href="#">Accenture</a>  To register for other Accenture opportunities, click <a href="#">here</a> . Click on "Supplier Portal" in the introduction paragraph to register.	<ul style="list-style-type: none"> <li>• Technology Governance</li> <li>• Architectures:               <ul style="list-style-type: none"> <li>○ Service Oriented Architecture</li> <li>○ Application Architecture</li> <li>○ Technical Architecture</li> </ul> </li> <li>• Operations engineering</li> <li>• Knowledge of current US-VISIT or DHS Border Management system (TECS, IDENT, ADIS, etc.)</li> <li>• Biometrics</li> <li>• RFID Technology</li> <li>• Mobility/ Wireless Technology</li> <li>• System Performance Management</li> <li>• Technical Infrastructure (platform engineering, DBA, Network engineering)</li> <li>• Security Technologies</li> <li>• Process Modeling/ Business Design</li> <li>• Application Development</li> <li>• Data Management (Data Governance, Master Data and Metadata)</li> <li>• IT Strategy Development</li> <li>• Business Intelligence</li> <li>• Voice/Data Convergence (VoIP Managed Services)</li> </ul>
<a href="#">BAE Systems</a>	<ul style="list-style-type: none"> <li>• IT Support Services</li> <li>• Information Security</li> <li>• Networking</li> <li>• ERP Data Mining</li> <li>• Help Desk</li> <li>• Database Management</li> <li>• IV&amp;V</li> <li>• <b>Focus on Small Businesses possessing clearances at all levels. PMP certifications also required.</b></li> </ul>
<a href="#">Bechtel National, Inc.</a>  <a href="#">Small Business Information</a>	<ul style="list-style-type: none"> <li>• Bulk electrical material</li> <li>• Recruiting/HR/Employee Development and retention</li> <li>• Propane Services</li> <li>• Lumber</li> <li>• Office supplies</li> <li>• Large equipment rental</li> <li>• Construction services</li> <li>• Personnel background screening</li> <li>• Environmental testing</li> <li>• OSP engineering and installation</li> <li>• VAR for wireless and optical Products and internet security</li> <li>• VAR for Foundry, Nortel and Xtreme</li> </ul>
<a href="#">Booz Allen Hamilton</a>	<ul style="list-style-type: none"> <li>• Booz Allen Hamilton, and the companies we team with, offers management and technology consulting services in a variety of market areas.</li> </ul>

**Morning Session (9:00 a.m. to 12:00 p.m.)**

<b>DHS Prime Contractor</b> <b>(click on website links for</b> <b>additional information about the</b> <b>company)</b>	<b>In Search Of:</b>
<a href="#">CACI</a>  <a href="#">Small Business information</a>	<p>Services small businesses can provide to CACI:</p> <ul style="list-style-type: none"> <li>• Network Services</li> <li>• Information Technology Services Support</li> <li>• Document Management Services Support</li> <li>• Logistics Support Services</li> <li>• Help Desk</li> <li>• Call Center Support</li> <li>• Quality Assurance/IV &amp; V</li> <li>• Training Support Services</li> <li>• Staffing Services</li> </ul> <p>*CACI is a DHS EAGLE awardee on Functional Category #5 – Management Support Services.</p>
<a href="#">Computer Science Corporation (CSC)</a>	<ul style="list-style-type: none"> <li>• Will provide contact name and email address for Business Development Managers within CSC for contract opportunities.</li> <li>• Will discuss how to qualify for potential CSC Mentor-Protégé relationships.</li> </ul>
<a href="#">EDS</a>	<p>EDS will provide guidance on how small firms can team with EDS. EDS procures products and services to support solutions that serve federal, state and local clients. EDS includes a wide assortment of related offerings, such as:</p> <ul style="list-style-type: none"> <li>• integrating IT outsourcing</li> <li>• business process management</li> <li>• solutions consulting</li> <li>• management consulting</li> <li>• product lifecycle management software and services</li> </ul>
<a href="#">EG&amp;G Technical Services, Inc.</a> <a href="#">A Division of the URS Corporation</a>  <a href="#">Small Business Information</a>	<ul style="list-style-type: none"> <li>• Aircraft, Vessel, Vehicle and General Property Services which includes: <ul style="list-style-type: none"> <li>○ marina support</li> <li>○ transportation</li> <li>○ storage</li> <li>○ towing</li> <li>○ appraisals</li> <li>○ maintenance</li> <li>○ hazardous materials handling</li> <li>○ destruction services</li> <li>○ auctioneering</li> <li>○ security</li> <li>○ property management</li> <li>○ handling-storage-destruction of explosives and firearms</li> </ul> </li> </ul>
<a href="#">Fluor</a>  <a href="#">Small Business Information</a>	<ul style="list-style-type: none"> <li>• Construction</li> <li>• Construction-related equipment and materials</li> <li>• Construction-related subcontracts</li> </ul>

Morning Session (9:00 a.m. to 12:00 p.m.)	
DHS Prime Contractor (click on website links for additional information about the company)	In Search Of:
<a href="#">General Dynamics</a> <a href="#">Small Business Information</a>	<ul style="list-style-type: none"> <li>• Infrastructure engineering design, development, implementation and integration</li> <li>• Operations and maintenance</li> <li>• Software development</li> <li>• Management support services</li> </ul>
<a href="#">Lockheed Martin</a> (click on Defining Moments) <a href="#">Supplier Diversity Information</a>	<ul style="list-style-type: none"> <li>• Software Engineering</li> <li>• Systems Analysis and Design</li> <li>• Programming Support Services</li> <li>• COTS hardware and Software</li> </ul> <p>*Looking for suppliers with Government expertise, prime contractor experience, and security clearances.</p>
<a href="#">Northrop Grumman</a> <a href="#">Small Business Information</a> (This site is linked to all Northrop Grumman Small Business Liaison Officers.)	<p>Northrop Grumman has developed a world class socio-economic business program that is designed to provide the maximum practicable subcontracting opportunities to small businesses. The success of our program directly relates to the uniform implementation of our best practices across the enterprise.</p> <p>Our search for small business support is in the best of breed of information technology providers supporting Civilian Government Agencies. We are always seeking companies that bring added value to the current or future work that we provide to best meet our client's objectives. We specifically look for companies that are registered in the CCR dynamic small business database. If your company provides a superior service in the information technology field, and your company has complimentary skills to those of NGIT, please email your company capabilities to <a href="mailto:ruby.dargan@ngc.com">ruby.dargan@ngc.com</a>.</p>
<a href="#">SAIC</a> <a href="#">Small Business Programs Information</a> (to register, click on "Submit Your Profile")	<p>SAIC is interested in qualified small businesses that have relevant DHS past performance, are familiar with DHS's mission and understand DHS' business needs and possess clearances.</p> <p>We seek such small businesses that have the following capabilities:</p> <ul style="list-style-type: none"> <li>• Systems Engineering</li> <li>• Software Engineering</li> <li>• Systems Integration and Networking</li> <li>• Web Technologies</li> <li>• Network Security</li> <li>• Counter-terrorism and Intelligence</li> <li>• Physical, Transportation, and Port Security</li> <li>• First Responder and CBRNE Expertise</li> </ul>

**Afternoon Session (1:00 p.m. to 3:00 p.m.)**

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<a href="#">Accenture</a>  To register for other Accenture opportunities, click <a href="#">here</a> . Click on "Supplier Portal" in the introduction paragraph to register.	<ul style="list-style-type: none"> <li>• Technology Governance</li> <li>• Architectures:               <ul style="list-style-type: none"> <li>◦ Service Oriented Architecture</li> <li>◦ Application Architecture</li> <li>◦ Technical Architecture</li> </ul> </li> <li>• Operations engineering</li> <li>• Knowledge of current US-VISIT or DHS Border Management system (TECS, IDENT, ADIS, etc.)</li> <li>• Biometrics</li> <li>• RFID Technology</li> <li>• Mobility/ Wireless Technology</li> <li>• System Performance Management</li> <li>• Technical Infrastructure (platform engineering, DBA, Network engineering)</li> <li>• Security Technologies</li> <li>• Process Modeling/ Business Design</li> <li>• Application Development</li> <li>• Data Management (Data Governance, Master Data and Metadata)</li> <li>• IT Strategy Development</li> <li>• Business Intelligence</li> <li>• Voice/Data Convergence (VoIP Managed Services)</li> </ul>
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<a href="#">Bearing Point</a>  <a href="#">Small Business Information</a>	<ul style="list-style-type: none"> <li>• DHS Program Experience</li> <li>• IV&amp;V</li> <li>• Financial Management</li> <li>• Clearances</li> </ul>
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<a href="#">IBM</a>  <a href="#">Small Business Information</a>	<ul style="list-style-type: none"> <li>Tivoli Products / services</li> <li>ERP</li> <li>CRM</li> <li>Enterprise Architecture/Design</li> <li>Data Modeling</li> <li>Data Warehousing</li> <li>E-Business Software development.</li> </ul>
<a href="#">Lockheed Martin</a> (click on Defining Moments)  <a href="#">Supplier Diversity Information</a>	<ul style="list-style-type: none"> <li>Software Engineering</li> <li>Systems Analysis and Design</li> <li>Programming Support Services</li> <li>COTS hardware and Software</li> </ul> <p>*Looking for suppliers with Government expertise, prime contractor experience, and security clearances.</p>
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<a href="#">Unisys</a>	<ul style="list-style-type: none"> <li>• IT Services and Solutions</li> </ul>

Appointment Schedule will open on Friday, August 18, 2006 at 12:00 p.m. (Eastern).

CLICK [HERE](#) TO SCHEDULE APPOINTMENTS.